



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

November 27, 2012

TO: ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES, VOLUNTEER
FIRE COMPANIES AND POLITICAL SUBDIVISIONS

FROM: WILLIAM W. PICKRUM
DEPUTY DIRECTOR, GOVERNMENT SUPPORT SERVICES
302-857-4501

SUBJECT: **AWARD NOTICE**
CONTRACT NO. GSS12585-ARMOR
Body Armor

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OF
KEY CONTRACT INFORMATION

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GOVERNMENT SUPPORT SERVICES – CONTRACTING
100 ENTERPRISE PLACE – SUITE 4 – DOVER, DE 19904-8202
PHONE: (302) 857-4550 – FAX: (302) 739-3779 – GSS.OMB.DELAWARE.GOV

KEY CONTRACT INFORMATION

1. MANDATORY USE CONTRACT:

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- a. **REF: Title 29, Chapter 6911(d) Delaware Code.** Every state department and agency within the Executive Branch and Judicial Branch of the state government shall procure all material, equipment and nonprofessional services through the statewide contracts administered by Government Support Services, Office of Management and Budget. Delaware State University, Delaware Technical and Community College, the operations funded by Public School Districts, Delaware Transit Corporation, the Legislative Branch and the Board of Pension Trustees and their consultants are specifically exempted from the requirements of this subsection.
- b. Under Title 29 §6933, the State of Delaware is authorized to participate in, sponsor, conduct or administer a cooperative purchasing agreement for the procurement of materiel or nonprofessional services with 1 or more public procurement units either within the State or within another state in accordance with an agreement entered into between the participants. Government Support Services, Office of Management and Budget has entered into a cooperative agreement with the State of Colorado, under the National Association of State Procurement Officer (NASPO)/Western States Contracting Alliance (WSCA) for the procurement of Body Armor.

2. CONTRACT PERIOD:

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Each contractor's contract shall be valid through July 31, 2013. Each contract may be renewed for three (3) additional one (1) year period through negotiation between the contractor and Government Support Services. Negotiation may be initiated no later than ninety (90) days prior to the termination of the current agreement. If the State of Colorado exercises the option, Delaware will provide written notice to Manufacturer prior to the end of the current term.

3. VENDORS:

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| GSS12585-ARMORV01 Colorado State Contract # 68008YYY17P/WSCA FSF Vendor ID: 0000157859 Central Lake Armor Express, Inc. 7915 Cameron Street Central Lake, MI 49622-9458 Attn: Anna Eggebrecht Phone: 231-544-6030 OR 888-357-3845 Fax: 231-544-6734 Email: anna@amorexpress.com Website: www.armorexpress.com | Distributor GSS12585-ARMORV03 FSF Vendor ID: 0000095476 Federal Resources Supply Co. 235-G Log Canoe Cir Stevensville, MD 21666 Contact: Caroline Hurd Phone: 410-604-6763 or 800-892-1099 Fax: 410-643-7701 Email: caroline.hurd@federalresources.com Website: www.federalresources.com |
| GSS12585-ARMORV02 Colorado State Contract # 68008YYY14P/WSCA FSF Vendor ID: 0000157862 Point Blank Solutions, Inc. 2102 SW 2 nd Street Pompano Beach, FL 33069-3166 Attn: Renee Thomas | Distributor GSS12585-ARMORV04 FSF Vendor ID: 0000014933 Lawmen Supply Co. 1484 E. Lebanon Rd, Rt. 10 Dover, DE 19901-5833 Contact: Lori Franco or Brian Byrne |

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|--|--|
| Phone: 954-630-0900, Ext 1526 Fax: 954-414-8178 Email: rthomas@pbearmor.com Website: www.pointblanksolutionsinc.com | Phone: 856-488-4499 or 302-697-8740 Fax: 856-488-4343 or 302-697-8415 Email: lori.franco@lawmensupply.com or brian.byrne@lawmensupply.com Website: www.lawmensupply.com |
| GSS12585-ARMORV02 Colorado State Contract # 68008YYY18P/WSCA FSF Vendor ID: 0000157862 Point Blank Solutions, Inc. Dba: Protective Products Enterprises, Inc. 2102 SW 2 nd Street Pompano Beach, FL 33069-3166 Attn: Vania Cotera Phone: 954-630-0900 Fax: 954-414-8178 Email: vcotera@pbearmor.com Website: www.pointblanksolutionsinc.com | Distributor GSS12585-ARMORV04 FSF Vendor ID: 0000014933 Lawmen Supply Co. 1484 E. Lebanon Rd, Rt. 10 Dover, DE 19901-5833 Contact: Lori Franco or Brian Byrne Phone: 856-488-4499 or 302-697-8740 Fax: 856-488-4343 or 302-697-8415 Email: lori.franco@lawmensupply.com or brian.byrne@lawmensupply.com Website: www.lawmensupply.com |

4. **SHIPPING TERMS:**

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F.O.B. destination; freight pre-paid. Responsibility and liability for loss or damage will remain with contractor until final inspection and acceptance when responsibility will pass to the Buyer except as to latent defects, fraud, and Contractor's warranty obligations. Any portion of a full order originally shipped without transportation charges (that failed to ship with the original order, thereby becoming back-ordered) will also be shipped without transportation charges.

5. **DELIVERY AND PICKUP:**

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Purchasing entities reserve the right to inspect Goods provided under this Agreement at all reasonable times and places during the term of the Master Price Agreement and Participating Addendum. If any of the Goods do not conform to Master Price Agreement, as amended by the participating Addendum and Order, requirements, the Purchasing Entity will require Manufacturer, directly or through its Distributor, to promptly provide the Goods again in conformity with the Master Price Agreement, as amended by the Participating Addendum and Order, requirements, at no additional cost to the Purchasing Entity. This remedy shall in no way limit the remedies available to the Purchasing Entity in other provisions of the Master Price Agreement, the Participating Addendum, or remedies otherwise available in equity or at law, including the Uniform Commercial Code ("UCC"), all of which may be exercised by the Purchasing Entity, at its option, in lieu of or in conjunction with the preceding measures.

6. **PRICING:**

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Prices will remain firm for the term of the initial contract year.

| | |
|---------------------------------------|---|
| Central Lake Armor Express, Inc. | Price Sheet |
| Point Blank Enterprises, Inc. | Paraclete Price List PBBA Price List - Concealable PBBA Price List - Tactical |
| Protective Products Enterprises, Inc. | PPE Price List – Concealable |

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| | PPE Price List – Concealable(2) PPE Price List - Tactical |
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ADDITIONAL TERMS AND CONDITIONS

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7. NIJ BODY ARMOR STANDARDS:

- a. NIJ Bullet Resistance of Body Armor Standard 0101.06: The National Institute of Justice (“NIJ”) has implemented revised standard 0101.06, for bullet-resistant body armor to replace the 2005 Interim Requirements for Bullet-Resistant Body Armor. The NIJ publishes the Compliant Products List (“CPL”) of armor that complies with the new standard. The State of Colorado reserves the right to add CPL listed products, at its option, to the Master Price Agreement as they become available. The addition of such products would be accomplished through receipt of NIJ compliance documentation and price negotiation with the Manufacturer.
- b. NIJ Stab Resistance of Body Armor Standard 0115.00: The NIJ has an existing standard 0115.00 for stab resistant body armor. The NIJ publishes the CPL listed products, at its option, to this Price Agreement if NIJ updates this standard or adds products to the published CPL as they become available. The addition of such products would be accomplished through receipt of NIJ compliance documentation and price negotiation with the Manufacturer.

8. BILLING:

The successful vendor is required to "Bill as Shipped" to the respective ordering agency(s). Ordering agencies shall provide at a minimum the contract number, ship to and bill to address, contract name and phone number.

9. PAYMENT:

- a. The agencies or school districts involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.
- b. The Manufacturer, its designated Distributor or agent shall accept a government issued or “P-Card” or any similar payment instrument, as an accepted method of purchase and payment against the Master Price Agreement.

10. PRODUCT SUBSTITUTION:

All items delivered during the life of the contract shall be of the same type and manufacture as specified unless specific approval is given by Government Support Services to do otherwise. Substitutions may require the submission of written specifications and product evaluation prior to any approvals being granted.

11. ORDERING PROCEDURE:

Successful contractors are required to have either a local telephone number within the (302) area code, a toll free (800) number, or agree to accept collect calls. Each agency is responsible for placing their orders and may be accomplished by written purchase order, telephone, fax or computer on-line systems. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional

check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

12. SAFETY NOTIFICATIONS:

- a. Manufacturer shall notify all purchasing entities that have placed Orders pursuant to the Participating Addendum against the Master Price Agreement, of recall notices, warranty replacements, safety notices, or any other applicable notice regarding the Goods being sold under the Master Price Agreement or the Participating Addendum. Such notice shall be given in writing within fifteen (15) calendar days of the date the Manufacturer becomes aware of, or issues, such notices.
- b. Manufacturer shall notify all purchasing entities by phone immediately of any recall, safety notice, warranty replacements, or issues regarding the Goods that relate to the safety of the goods and/or officers. Such phone notification shall be followed by written notification from Manufacturer to all Purchasing Entities within fifteen (15) calendar days of the date the Manufacturer becomes aware of, or issues, such notices.

13. WARRANTIES:

- a. Panel Warranty: The bullet- or stab-resistant protective panel portion of the Goods sold under the Master Price Agreement and and Participating Addendum or Order shall be warranted by the Manufacturer for a minimum of five (5) years, from the date of delivery to the purchasing entity, to meet the threat level of protection at which it was found by the NIJ to comply with the NIJ 0101.06 requirements for Bullet-Resistant Body Armor and/or the NIJ Standard-0115.0, Stab Resistance of Personal Body Armor (whichever, or both if dual certified, as applicable). This warranty assumes the Good has not been subject to misuse, abuse, unauthorized repair or alteration, or damage. The bullet- or stab-resistant protective panel portion of the Goods sold under the Master Price Agreement and the Participating Addendum and Order shall be warranted by the Manufacturer to be free from defects in materials and workmanship for a period of five (5) years from the date of delivery to the Purchasing Entity. Any Good that fails to meet this warranty shall be replaced by the Manufacturer, at no cost to the Purchasing Entity.
- b. Carrier Warranty: The carrier portion of the Goods sold under the Master Price Agreement and any Participating Addendum or Order shall be warranted by the Manufacturer for a minimum of one (1) year, from the date of delivery to the Purchasing Entity, to be free from defects in materials and workmanship. This warranty assumes the Good has not been subject to misuse, abuse, unauthorized repair or alteration, or damage. Any Good that fails to meet this warranty shall be replaced by the Manufacturer, at no cost to the Purchasing Entity.
- c. General: All goods furnished under the Master Price Agreement and the Participating Addendum shall be new and in good working order, free from defects in materials or workmanship, installed properly and in accordance with Manufacturers' recommendations or other industry standards and will function in a failure-free manner. Manufacturer shall repair or replace, at its option, any Goods that fail to satisfy this warranty.

14. MEASUREMENT AND FIT:

Each Body Armor product shall be manufactured to fit a specific individual following professional measurement. Manufacturer-authorized measurement and fit protocols shall be professionally conducted by manufacturer-designated distributors, dedicated sales representatives or agents. Body armor sample vests may be used to assist in establishing initial size and fit for individual officers, however, sample vests may not be used for final fittings. All sizing, measurements, and final fitting shall be done at no expense to the purchasing entity. Body armor improperly fitted to an individual wearer shall be adjusted or replaced and returned to the individual within thirty (30) days by the contractor at no expense to the purchasing entity.

15. INSTRUCTION:

The Manufacturers Agent shall offer instruction or provide presentations as requested by individual law enforcement and/or correctional agencies regarding the care, usage, and limitation of bullet-resistant and stab-resistant armor. Briefings to training academy classes regarding proper fit, care, and maintenance during fitting and measurement visits may also be required.

16. DISIGNATED DISTRIBUTOR/AGENT RESPONSIBILITIES:

Designated Body Armor manufacturer distributors/agents are expected to stay current with manufacturer products, pricing, and award requirements.

17. HOLD HARMLESS:

The contractor agrees that it shall indemnify and hold the State of Delaware and all its agencies harmless from and against any and all claims for injury, loss of life, or damage to or loss of use of property caused or alleged to be caused, by acts or omissions of the contractor, its employees, and invitees on or about the premises and which arise out of the contractor's performance, or failure to perform as specified in the Agreement.

18. NON-PERFORMANCE:

In the event the contractor does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost between the contract prices herein and the price of open market product shall be the responsibility of the contractor. Under no circumstances shall monies be due the contractor in the event open market products can be obtained below contract cost. Any monies charged to the contractor may be deducted from an open invoice.

19. FORCE MAJEURE:

Neither the contractor nor the ordering agency shall be held liable for non-performance under the terms and conditions of this contract due, but not limited to, government restriction, strike, flood, fire, or unforeseen catastrophe beyond either party's control. Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this contract.

20. AGENCY'S RESPONSIBILITIES:

The Agency shall:

- a. Examine and review in detail all letters, reports, drawings and other documents presented by the Contractor to the Agency and render to the Contractor in writing, findings and decisions pertaining thereto within a reasonable time so as not to delay the services of Contractor.
- b. Give prompt written notice to the Contractor whenever the Agency observes or otherwise becomes aware of any development that affects the scope or timing of the Contractor's services.
- c. When an ordering agency first experiences a relatively minor problem or difficulty with a

vendor, the agency will contact the vendor directly and attempt to informally resolve the problem. This includes failure to perform by the date specified and any unacceptable difference(s) between the purchase order and the merchandise received. Ordering agencies should stress to vendors that they should expedite correction of the differences because failure to reply may result in an unfavorable rating in the execution of the awarded contract.

- d. The state has several remedies available to resolve non-performance issues with the contractor. The Agency should refer to the Contract Terms and Conditions to view these remedies. When a default occurs, the Agency should first review the contract to confirm that the issue is a part of the contract. If the issue is not covered by the contract, the state cannot expect the contractor to perform outside the agreement. If the issue is a part of the contract, the Agency or GSS - Contracting must then contact the contractor, discuss the reasons surrounding the default and establish a date when the contractor will resolve the non-performance issue.
- e. If there is a performance deficiency, a Corrective Action Report (CAR) may be used. Complete this form to report concerns with vendors or commodities. Be sure to furnish as much detail as possible. <http://gss.omb.delaware.gov/divisionwide/forms.shtml>.